

# Merus

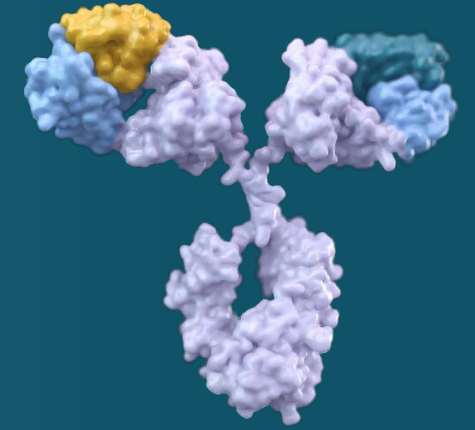
Year End 2017 Review – April 26, 2018

# Disclaimer

This presentation (including any oral commentary that accompanies this presentation) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including without limitation statements regarding the impact our Biclomics® platform can have on cancer, our product candidates' potential to treat certain types of tumors, the timing of regulatory filings and the timing and anticipated results from our clinical trials. These forward-looking statements are based on management's current expectations. These statements are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements, including, but not limited to, the following: we have incurred significant losses, are not currently profitable and may never become profitable; our need for additional funding, which may not be available and which may require us to restrict our operations or require us to relinquish rights to our technologies or bispecific antibody candidates; potential delays in regulatory approval, which would impact our ability to commercialize our product candidates and affect our ability to generate revenue; the unproven approach to therapeutic intervention of our Biclomics® technology; our limited operating history; economic, political, regulatory and other risks involved with international operations; the lengthy and expensive process of clinical drug development, which has an uncertain outcome; the unpredictable nature of our early stage

development efforts for marketable drugs; potential adverse public reaction to the use of cancer immunotherapies; potential delays in enrollment of patients, which could affect the receipt of necessary regulatory approvals; failure to obtain marketing approval internationally; failure to compete successfully against other drug companies; potential competition from other drug companies if we fail to obtain orphan drug designation or maintain orphan drug exclusivity for our products; our reliance on third parties to conduct our clinical trials and the potential for those third parties to not perform satisfactorily; our reliance on third parties to manufacture our product candidates, which may delay, prevent or impair our development and commercialization efforts; protection of our proprietary technology; our patents being found invalid or unenforceable; potential lawsuits for infringement of third-party intellectual property; our ability to attract and retain key personnel; managing our growth could result in difficulties; and we may lose our foreign private issuer status and incur significant expenses as a result.

These and other important factors discussed under the caption "Risk Factors" in our Annual Report on Form 20-F filed with the Securities and Exchange Commission, or SEC, on April 28, 2017, and our other reports filed with the SEC, could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation. Any such forward-looking statements represent management's estimates as of the date of this presentation. While we may elect to update such forward-looking statements at some point in the future, we disclaim any obligation to do so, even if subsequent events cause our views to change



# Pipeline & Milestones Overview

Ton Logtenberg, Ph.D., Chief Executive Officer

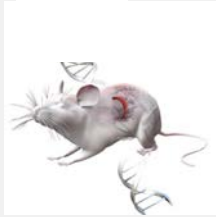
Merus

# Biclomics<sup>®</sup> Technology Platform – the full length IgG format

A distinctive suite of proprietary technologies supports the discovery and development of bispecific antibodies with differentiated modes of action

## Human antibodies

- MeMo<sup>®</sup> transgenic mouse for large panels of diverse and high quality common light chain antibodies

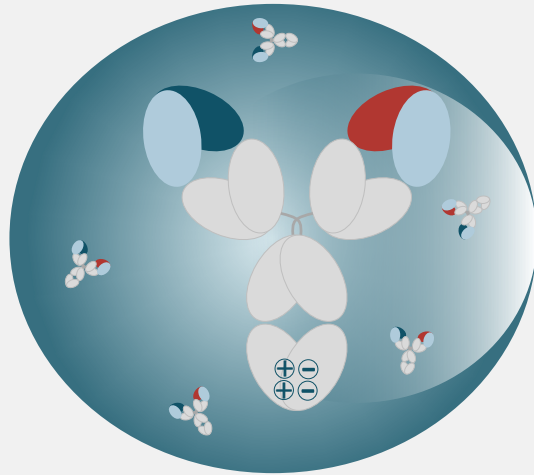


## Predictable *in vivo* behavior

- IgG-like half life
- Low immunogenicity In patients

## Biclomics<sup>®</sup>

Full length IgG human bispecific antibodies – common light chain



Dependable IgG format with true platform characteristics

## Functional flexibility

- CH3 engineered for essentially pure Biclomics<sup>®</sup> from single cells
- Fc silencing for added safety
- Enhanced ADCC for higher potency

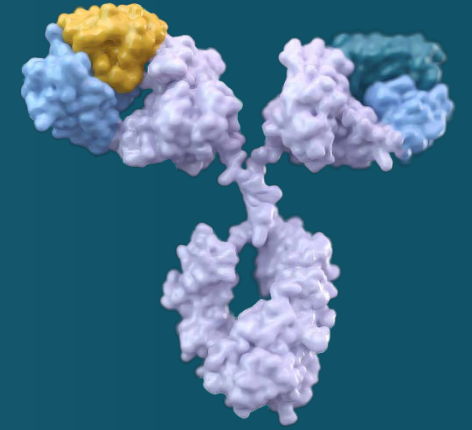
## Manufacturability

- 80-99% Biclomics<sup>®</sup> in crude cell harvest
- Stability: > 60 passages
- Yield: up to 4.5 g/L achieved- 2000L
- Standard IgG formulation

# Robust Pipeline Targeting Solid and Hematological Tumors

Program	Targets	Indication/drug combination	Pre-IND/CTA	Phase 1	Phase 2	Collaborator	Merus rights
<b>MCLA-128</b>	HER2, HER3	Breast (HER2+) + Herceptin + chemo	██████████	██████████	██████████	Incyte	worldwide
		Breast (ER+) + hormone therapy	██████████	██████████	██████████		worldwide
		Solid tumors (monotherapy)*	██████████	██████████			worldwide
<b>MCLA-117</b>	CD3, CLEC12A	AML	██████████	██████████			worldwide
<b>MCLA-158</b>	EGFR, Lgr5	Solid tumors	██████████	██████████			worldwide
<b>MCLA-145</b>	PD-L1, undiscl.	Solid tumors	██████████				Onco
-----	Undisclosed	Autoimmune disease	██████████			Ono	No product rights

\*Phase 1/2



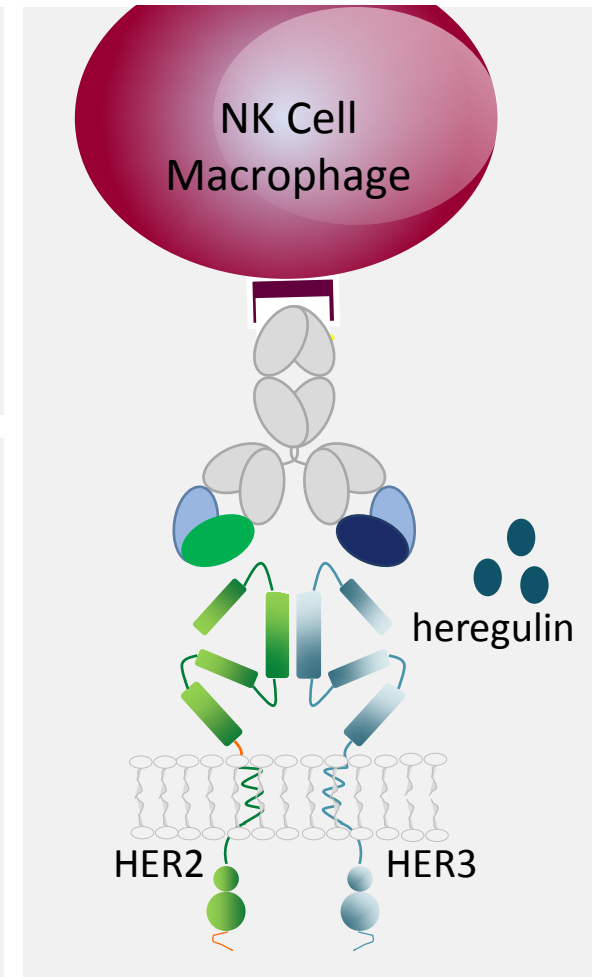
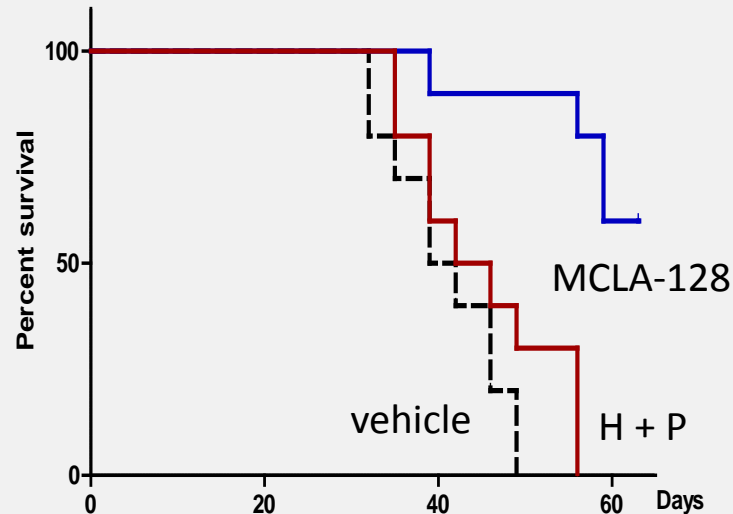
# MCLA-128

Biclomics<sup>®</sup> that potently inhibits the HER3 pathway  
- a driver of tumor growth and survival

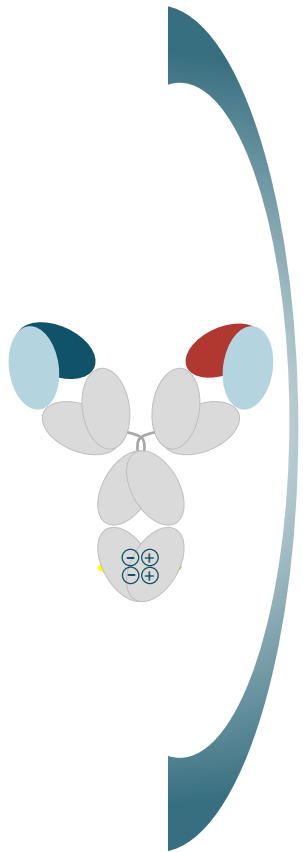
# MCLA-128 unique mechanism of action

- ⦿ **Dock** on HER2, abundantly expressed on tumor cells
- ⦿ **Block** HER3 signaling, even under high heregulin stress
- ⦿ **Enhanced ADCC** - efficient recruitment of immune killer cells

- ⦿ *In preclinical studies, more effective than Herceptin (H) + Perjeta (P) in inhibiting the growth of cell lines resistant to HER2-targeted therapies*



# MCLA-128 phase 1/2 trial - monotherapy



## Part 1 dose escalation

### Attractive safety profile

Mild to moderate AEs (G1-2); no DLTs

### Recommended dose

750 mg flat; IV infusion over 2 hour period; q3ws

Early signs of activity

## Part 2 expansion cohorts

### HER2+/amplified

Breast (n=11)

Gastric

### HER2 non-amplified

Endometrial

Ovarian

NSCLC

### POC achieved

- heavily pretreated; 2-5 anti-HER therapies
- visceral involvement: lung, liver, brain
- 1 PR and 7 SD (4 lasting  $\geq$  5 months)
- clinical benefit rate 64%

Phase 2 combination trial in mBC

HER2+

ER+/  
HER2<sup>low</sup>



# MCLA-128 phase 2 combination trial in HER2+ mBC

## Target population

HER2+ (2+ 3+ IHC/FISH+)  
metastatic breast cancer

Failing 2-4 prior HER2 therapies  
(including T-DM1)

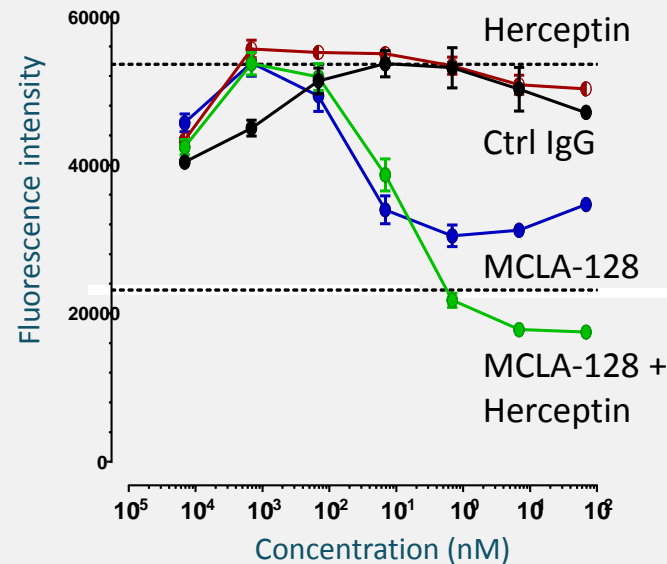
N = ~60

## Triplet

MCLA-128  
+  
Herceptin +/- chemo

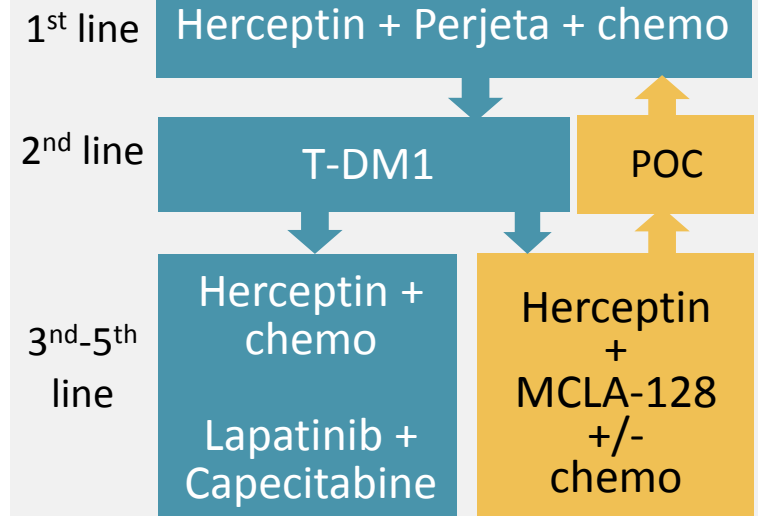
## Rationale

Preclinical studies: MCLA-128  
and Herceptin synergize in  
inhibiting heregulin-driven  
tumor cell growth



## Positioning

HER2+ mBC patients,  
progressed to Herceptin/  
Perjeta / chemo/ T-DM1



# MCLA-128 phase II combination trial in ER+/HER2<sup>low</sup> mBC

## Target population

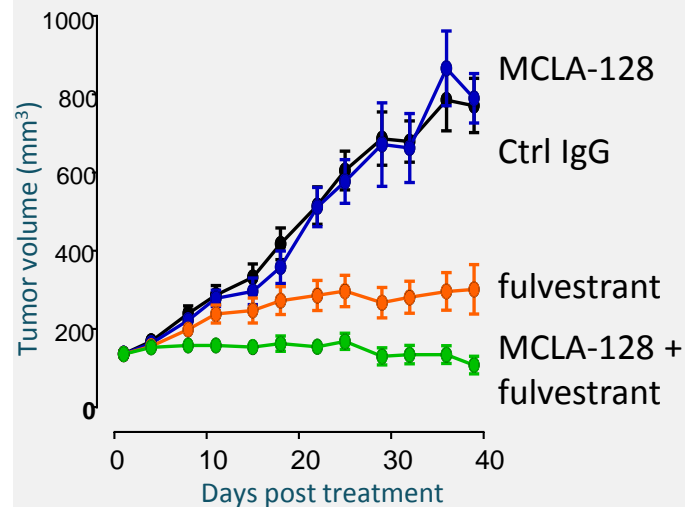
ER+/HER2-low  
metastatic breast  
cancer (N = ~60)

Failing ≥1 prior  
endocrine therapy /  
CDK4-6 inhibitor  
(N = ~60)

MCLA-128  
+  
Endocrine therapy

## Rationale

In preclinical models,  
blocking HER3 signaling has  
been shown to synergize  
with endocrine therapy



## Positioning

ER+/HER-2low mBC patients, post endocrine  
therapy (refractory), post palbociclib

1<sup>st</sup> line

AI  
Tamoxifen

Fulvestrant  
Letrozole + palbociclib

2<sup>nd</sup> line

MCLA-128  
+  
Endocrine  
therapy

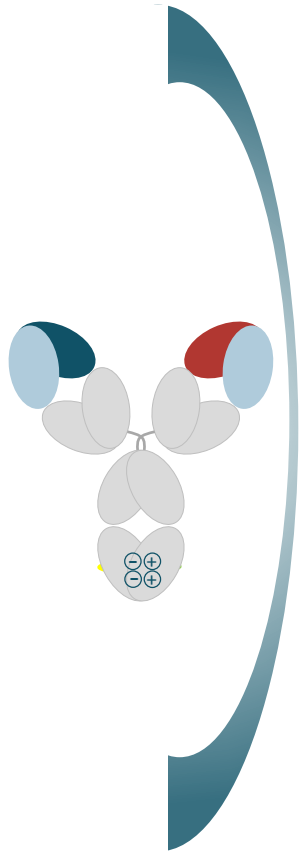
AI  
Tamoxifen

Fulvestrant  
Letrozole + palbociclib  
Exemestane + everolimus

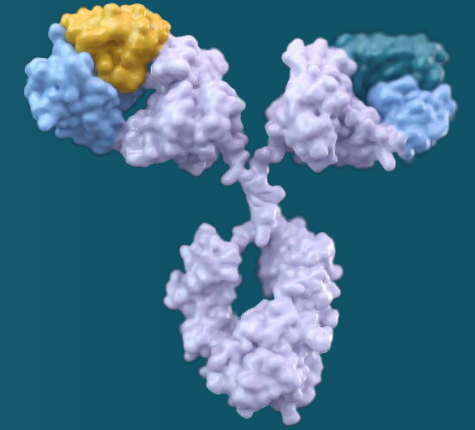
3<sup>rd</sup> - 5<sup>th</sup>  
line

Defined according to previous 2 lines

# MCLA-128 near term milestones



Near term clinical milestones		
2018	<ul style="list-style-type: none"><li>◉ Breast cancer: MCLA-128 phase 2 combination trial (EU/US) initiated<ul style="list-style-type: none"><li>• MCLA-128 with Herceptin +/- chemotherapy in HER2+ mBC failing 2-4 prior HER2 therapies (including T-DM1)</li><li>• MCLA-128 with endocrine therapy in ER+/HER2<sup>low</sup> mBC failing ≥1 prior endocrine therapies / CDK4-6 inhibitor</li></ul></li></ul>	✓
	<ul style="list-style-type: none"><li>◉ MCLA-128 phase 1/2 monotherapy trial of gastric, ovarian/endometrium and NSCLC cohorts<ul style="list-style-type: none"><li>• Update in Q4 2018</li></ul></li></ul>	Q4



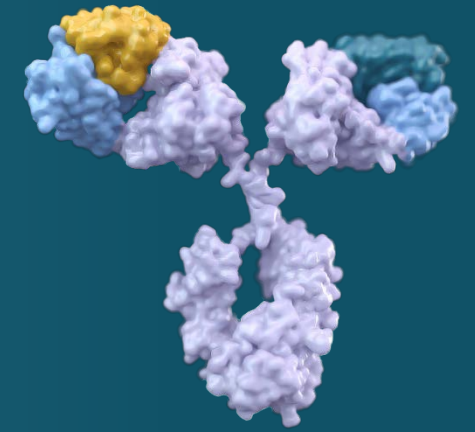
# MCLA-117

CD3 x CLEC12A T cell engager Biclonics<sup>®</sup> binding a first-in-class target expressed on acute myeloid leukemia (stem) cells

# MCLA-117 phase 1 trial build up and near-term clinical milestones

Patient population	Cohort (# pts)	Dose	Date
AML all subtypes except M3	1 (2)	 Intra-patient	Q2 '16
	2 (2)		
	3 (3)		
4 (3)	Q1 '17		
Treatment naïve >65 & Rel/Ref >18	5 (3)	Dose escalation	
	6 (3)		
	7 (3,6)		
	8 (3,6)		
	9 (3,6)		
<b>Safety, recommended dose</b>			

Near term clinical milestones	
✓	<ul style="list-style-type: none"> <li>○ Dose escalation of the phase 1 clinical trial in AML continuing</li> <li>○ IND application to the U.S. Food and Drug Administration approved</li> </ul>
<b>2018</b>	<ul style="list-style-type: none"> <li>○ Report on safety and potentially early activity</li> </ul>



# MCLA-158

Biclomics<sup>®</sup> that potently blocks EGFR signaling in  
Wnt-activated solid tumors

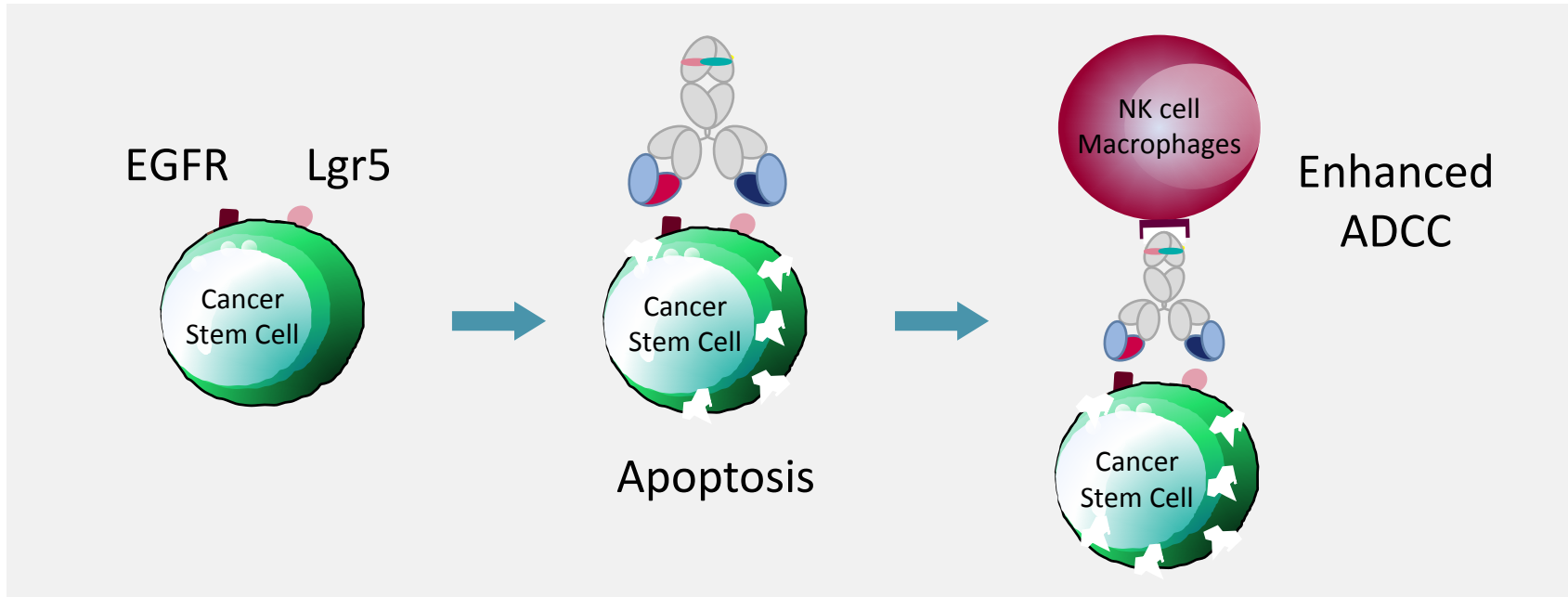
# MCLA-158 unique mechanism of action

## Unmet Medical Need

- Designed to eliminate cancer stem cells that persist in various solid tumors and cause relapse and metastasis
- RAS-mutant colorectal cancer represents approximately 50% of disease

## Differentiated Mode of Action

- Potently blocks EGFR signaling in Wnt activated tumors
- Induces apoptosis in cancer (stem) cells
- Enhanced ADCC for immune effector cell recruitment



Near term milestones	
✓	⦿ CTA for a first in human phase 1 clinical trial in solid tumors in the EU approved
	⦿ Submitted IND to the FDA
<b>Q2 2018</b>	⦿ Start of a phase 1 clinical trial with MCLA-158



# Robust Pipeline Targeting Solid and Hematological Tumors

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\*Phase 1/2

# Recent Patent Portfolio Updates

## MCLA-117

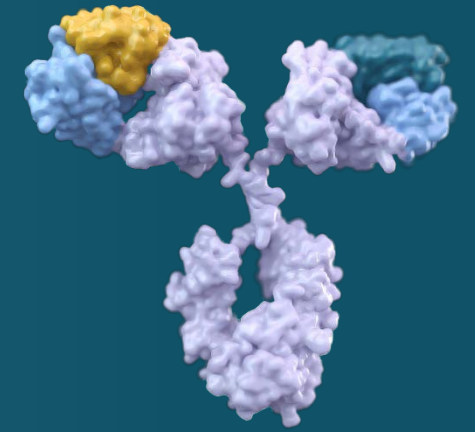
- ⦿ In March 2018, the United States Patent and Trademark Office (USPTO) granted U.S. Patent No. 9,914,777 covering MCLA-117 (CD3, CLEC12A)

## Spleen to Screen™ Technology

- ⦿ Also in March, the USPTO granted U.S. Patent No. 9,908,946 concerning Merus' proprietary Spleen to Screen™ technology, a part of its Biclomics® technology platform.

## Regeneron Appeal

- ⦿ In December, the United States Court of Appeals for the Federal Circuit denied Regeneron's request for a rehearing and rehearing en banc to reconsider its decision affirming that Regeneron engaged in inequitable conduct before the USPTO while prosecuting the U.S. Patent No. 8,502,018 ('018 patent), entitled "Methods of Modifying Eukaryotic Cells."



# R&D Collaborations

Hui Liu, Ph.D., Chief Business Officer

# Platform deals 2017/18 - highlights

## Incyte (2017)

- ⦿ Total \$200m up-front
  - Platform license: \$120m
  - Equity investment at premium: \$80m

- ⦿ Up to 11 bispecific antibody programs in oncology
  - Merus retains US rights on 1 program and opt-in rights on 2 programs
  - Incyte pays R&D costs for up to 8 programs – milestones and royalties

- ⦿ Platform validation
- ⦿ Substantial cash component
- ⦿ Product rights and opt ins for more value creation

## Simcere (2018)

- ⦿ An exclusive license to develop and commercialize in China, 3 bispecific antibodies in immuno-oncology
  - Merus retains all rights outside of China

- ⦿ Upfront payment, potential development / commercial milestones and tiered royalty payments on sales in China from Simcere

- ⦿ Platform validation
- ⦿ Substantial product rights
- ⦿ Access to China CMC
- ⦿ Access to treatment naïve patients

# Partnerships 2018 - highlights

## Ono (2014/2018)

- ⦿ Exercised option under 2014 agreement
  - Undisclosed financials

- ⦿ Developing bispecific derived from Biclomics® platform for the treatment of autoimmune diseases

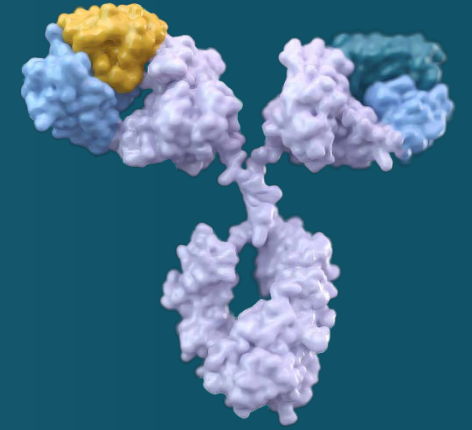
- ⦿ Built on success of existing collaboration
- ⦿ Unmet medical need

## VHIO (2018)

- ⦿ Builds upon existing relationship with MRUS
- ⦿ Trial site for MCLA-128 MBC study; MCLA-158 preclinical development

- ⦿ VHIO's strong preclinical and clinical research capabilities to help accelerate pipeline developments

- ⦿ Translational and biological insights
- ⦿ Support development of existing and future pipeline



# Financial Review

John Crowley, Chief Financial Officer

Merus

# Financial Overview

**€190.8 million**

Cash, cash equivalents and investments as of December 31, 2017

**\$55.8 million**

Gross proceeds from private placement completed in February 2017 for 3.1 million shares

**End of 2020**

Expected cash runway based on current operating plan

# Select Financial Information

	2017	2016
<b>Net cash used in operations</b>	€37.4m	€25.7m
<b>Net loss</b>	€73.0m	€47.2m
<b>Net loss per share</b>	€3.80	€3.57
<b>Significant non-cash charges:</b>		
Unrealized foreign exchange loss	€15.8m	€0.4m
Share-based compensation expense	€12.8m	€3.3m
Incyte financial derivative	€10.7m	€19.2m
<b>Common shares outstanding as of December 31st</b>	19.4m	16.1m



# Merus

Closing in on Cancer with Bispecific Antibodies